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[5_8A_A1_E8_8B_B1_E8_c85_463274.htm](https://www.100test.com/kao_ti2020/463/2021_2022__E5_95_86_E5_8A_A1_E8_8B_B1_E8_c85_463274.htm) 笔者在商务英语教学中发现，外贸英语中有一些使用十分频繁的词汇很容易被误译，原因是商务英语中相同的单词在不同情况下具有不同的含义。现将这些单词的不同用法和含义试加比较说明。例一

：floating It is not surprising, then, that the world saw a return to a floating exchange rate system. Central banks were no longer required to support their own currencies. Floating policy is of great importance for export trade; it is, in fact, a convenient method of insuring goods where a number of similar export transactions are intended, e.g. where the insured has to supply an overseas importer under an exclusive sales agreement or maintains sales representatives or subsidiary companies abroad. 译文：在这种情况下，世界各国又恢复浮动汇率就不足为奇了。各国中央银行也就无须维持本币的汇价了。统保单对出口贸易至关重要。它实际上是货物保险中的一种便利的办法，特别适合于分不同的时间出口的一批类似货物，如，当被保险方根据独家代理协议书向国外的进口方供货，或在海外委任了销售代表，设立分支机构时用之。注解：floating在上述两个句中的意思完全不一样，floating exchange rate意为“浮动汇率”，即可自由浮动，完全受市场力量决定的汇率制度。而floating policy则指用以承保多批次货运的一种持续性长期保险凭证，常译为“统保单”。例二：confirm We'd like to inform you that our counter sample will be sent to you by DHL by the end of this week and please

confirm it ASAP so that we can start our mass production. Payment will be made by 100% confirmed , irrevocable Letter of Credit available by sight draft. 译文：很高兴通知您，我们的回样将于本周末用特快专递给您，请尽快确认，以便我们开始大批生产。付款方式为100%即期，保兑，不可撤消信用证。注解：confirmed一词在这两句话的意思也不一样。在第一个句子中，confirm的意思是“确认”。在第二个句子中，confirmed L/C应翻译为“保兑信用证”，即指一家银行所开的由另一家银行保证兑付的一种银行信用证。例三：negotiable Part time barman required. Hours and salary negotiable. This Bill of Lading is issued in a negotiable form , so it shall constitute title to the goods and the holder , by endorsement of this B/L. 译文：招聘兼职酒店保安，工作时间和薪水面议。所签发的提单可为转让的，故只要在提单上背书，便确定了货物和持票人的所有权。注解：在第一句话中，negotiable的意思是“可商议的”，在第二句话中的意思则是“可转让的”，“可转让提单”经过背书后即可将所有权转让给他人，值得注意的是，negotiating bank则是议付银行，即购买或贴现汇票的银行。例四：discount You may get a 5% discount if your order is on a regular basis. If a seller extends credit to a time draft , they have made a trade acceptance. The seller can request that the bank finance the transaction by buying the draft. The bank is said to discount the draft. 译文：如果你方定期给我方下定单，你方便可得到5%的折扣。如卖方开出的是远期汇票，以此向买方提供信用，此时就做了一笔商业汇票承兑业务，卖方可以请银行买下商业承兑汇票，银行用这个办法对出口商融资，也就是说，银

行对该汇票贴现了。注解：discount 在这两句话中的意思一个是折扣，另一个是贴现。折扣是指商品在原价的基础上按百分比降价，贴现则是指未到期的票据向银行融资，银行扣取自买进日至到期日的利息，并收取一定的手续费后，将余下的票面金额付给持票人。例五：endorse Our products have been endorsed by the National Quality Inspection Association. Draft must be accompanied by full set original on board marine Bill of Lading made out to order, endorsed in blank, marked freight prepaid. 译文：我们的产品为全国质量检查协会的推荐产品。汇票必须附有全套印有“货物收讫”字样的正本海运提单，凭指示、空白背书，并写明“运费已付”。注解：在第一个句子中，“推荐”是指用过某种产品后感到满意，并通过媒体介绍给公众。而第二句中的“空白背书”是指背书人（endorser）只在票据背面签上自己的名字，而不注明特定的被背书人（endorsee）。例六：average If a particular cargo is partially damaged, the damage is called particular average. It is obvious that the products are below the average quality. 译文：如果某批货是部分受损，我们称之为“单独海损”。很明显，这批产品的品质是中下水平。注解：在第一个句子中，particular average 的意思是“单独海损”，是指在保险业中由于海上事故所导致的部分损失，因此 average 一词的意思是损失或损坏，而第二句中的 average 为“平均”之意。例七：tender Under CIF, it is the seller's obligation to tender the relative documents to the buyer to enable him to obtain delivery of the goods. If they arrive, or to recover for the loss, if they are lost on the voyage. He became as exhilarated as if his tender for building

a mansion had been accepted. 译文：在 CIF 价格术语项下，卖方的责任是向买方递交有关单证，使其能在货物到达后提取货物；如果货物运输途中丢失了，买方也可凭单证去获取补偿。他欣喜若狂，好象他承办大厦建筑的投标被接受了。注解：商务英语中的重要条款用词非常正规，在第一句话中，tender 是用作动词，相当于 give.而在第二句中，tender 是用作名词，意思是“投标”。100Test 下载频道开通，各类考试题目直接下载。详细请访问 www.100test.com